

Message Text

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70

ACTION OPIC-06

INFO OCT-01 ARA-06 ISO-00 AID-05 EB-07 COME-00 TRSE-00

XMB-02 /027 W

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P R 122230Z SEP 75

FM AMEMBASSY PANAMA

TO SECSTATE WASHDC PRIORITY 5117

INFO AMEMBASSY GUATEMALA

AMEMBASSY TEGUCIGALPA

AMEMBASSY MANAGUA

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

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E.O. 11652: N/A

TAGS: EINV, PN

SUBJECT: OPIC'S CENTRAL AMERICAN INVESTMENT MISSION - GLASS
CONTAINER MANUFACTURER

REF: STATE 217406

1. FOLLOWING ARE DATA ON PANAMA IMPORTS OF GLASS BOTTLES IN 1973 AND 1974, RESPECTIVELY (WEIGHTS ARE NET AND VALUES FOB): 7.9 MILLION KILOGRAMS/\$1.3 MILLION; 10.7 MILLION KILOGRAMS/\$2.1 MILLION. SIMILAR DATA ON IMPORTS OF OTHER GLASS CONTAINERS, GLASSES, TOPS, LIDS, THERMOS REFILLS, ETC. ARE: 4.9 MILLION KILOGRAMS/\$1.2 MILLION; 5.2 MILLION KILOGRAMS/\$1.5 MILLION.

2. DOCTOR ROBERTO ALEMAN, PRESIDENT OF CERVECERIA NACIONAL, ADVISES THAT HIS FIRM STILL IS CONSIDERING ESTABLISHING GLASS FACTORY IN PANAMA DESCRIBED TO PATRICIA COUNTS (OPIC) LAST YEAR. NEGOTIATIONS FOR PROJECT HAVE BEEN LARGELY WITH PELDAR, AN OWENS-ILLINOIS AFFILIATE (50 PERCENT EQUITY) IN COLOMBIA. IT HAS ALSO CONSIDERED COLLABORATION WITH WINKLER, A GERMAN FIRM. HE EXPRESSED WILLINGNESS DISCUSS PROJECT WITH BROCKWAY GLASS COMPANY.

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3. GLASS BOTTLES AND CONTAINERS ARE NOT ON PREFERENTIAL TRADE
LISTS OF PANAMA'S BILATERAL TRADE AGREEMENTS WITH CENTRAL
AMERICAN COUNTRIES. DR. ALEMAN BELIEVES PANAMA WOULD
ATTEMPT NEGOTIATE THEIR INCLUSION IN EVENT FACTORY
ESTABLISHED HERE.
JORDEN

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